

Message Text

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PAGE 01 ACCRA 03120 202218Z
ACTION AF-10

INFO OCT-01 EB-08 ISO-00 /019 W
-----112020 211231Z /14

R 191600Z APR 78
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3042

UNCLAS ACCRA 3120

E.O. 11652: N/A
TAGS: BEXP GH
SUBJECT: WTDR/FTI: DEVELOPMENT TRADE AGENCY LTD.

REF: USDOC WO5053

1. GHANA
OFFICE USE: 2: 749 3. N/A 4. 01
5. DEVELOPMENT TRADE AGENCIES LTD.
6. P.O. BOX 9813; 30 EAST NKROMA ROAD, TKOTOBABI
7. AIRPORT, ACCRA
8. CONTACT: MR. H. EDDIE PLANGE
9. TITLE: MANAGING DIRECTOR
10. PHONE: 29909 11. TELEX: 2023
12. CABLE: DEVTRACIES, ACCRA
13. ESTABL: 1973 14. EMPL: 33 15. SIZE: MEDIUM
16. REPUTATION: Y-SATISFACTORY 17. RPT DATE: 04/78
OFFICE USE: 18. N/A 20. N/A 21. N/A 22. N/A
23A. 36514/02MG AGT DIST ASSEMBLER OF RECORDERS, TUNERS, MUSIC
DISTRIBUTION AND PUBLIC ADDRESS SYSTEMS; ALSO
23B. 36510/02G RADIO AND TV SETS; INTERESTED IN LICENSING
ARRANGEMENTS FOR PRODUCTS
23C. 36622/023G AGT DIST ASSEMBLER OF AUDIO AND VIDEO EQUIPMENT;
23D. 36700/25DF AG IMP OF ELECTRONIC COMPONENTS, KITS AND
ACCESSORIES; INTERESTED IN BUYING U.S. PRODUCTS
FOR OWN USE AND IN AGENCY ARRANGEMENTS.

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24. FOREIGN SALES: LOCAL ONLY
25. FINANCIAL REF: GHANA COMMERCIAL BANK, DERBY AVE. BRANCH,
P.O. BOX 4832, ACCRA
26. TRADE REF: N/A
27. FOREIGN FIRMS REPRESENTED: NONE YET; NEGOTIATIONS IN PROGRESS
28. POST EVALUATION: ORIGINALLY A COMMISSION MERCHANT DEALING
MAINLY IN A FEW SELECTED ITEMS OF ELECTRONIC EQUIPMENT, FIRM

NOW ASSEMBLES HOME ENTERTAINMENT AND PUBLIC ADDRESS SYSTEMS. IT PLANS TO EXPAND INTO RADIO AND TV SETS IN THY NEAR FUTURE AND IS SEEKING FOREIGN PARTNERS. THY PLANT, NAMED AKOO ELECTRONIC INDUSTRIES, IS LOCATED IN A RESIDENTIAL DISTRICT NEAR DOWNTOWN ACCRA. THERE ARE PLANS TO RELOCATE IT IN A NEW INDUSTRIAL PARK BEING DEVELOPED NEAR TEMA, GHANA'S MAJOR SEA PORT. ITS PRESENT LABOR FORCE INCLUDES 10 TECHINCIAANS, 9 SALESMEN AND 8 CLERKS. MR. PLANGE, THE MANAGING DIRECTOR, WHO IS ALSO THY MAJORITY STOCKHOLDER, IS HIMSELF AN ELECTRONIC ENGINEER. IN SPITE OF ITS RECENT ESTABLISHMENT, FIRM HAS OBVIOUSLY MADE RAPID PROGRESS. IT HAS AN IMPRESSIVE SALES RECORD; IMPORTANT CUSTOMERS INCLUDE A NUMBER OF GOVERNMENT AGENCIES, SCHOOLS, ENTERTAINMENT COMPANIES AND THY ARMY. MR. PLANGE IS WELL-KNOWN AND APPARENTLY HAS GOOD CONNECTIONS IN GOVERNMENT CIRCLES, NOTABLY WITH OFFICIALS CONCERNED WITH TRADE AND INDUSTRIES. WE RECOMMEND THIS COMPANY AS SUITABLE CONTACT FOR U.S. FIRMS. IT SHOULD BE NOTED, HOWEVER, THAT GHANA SUFFERS SEVERE FOREIGN EXCHANGE CONSTRAINT; IMPORT LICENSES AND LETTERS OF CREDIT ARE VERY FIFFICULT TO OBTAIN, EVEN FOR GOVERNMENT-CONTROLLED COMPANIES. FIRMS WITH THE BEST CREDIT RATING MUST REMIT UNDER LETTERS OF CREDIT, SINCE OTHERWISE THEY CANNOT USUALLY TRANSFER FUNDS ABROAD.

29. PREP: PETER A HENNISON APPR: ALBERT L. GLAD. SMITH

NOTE BY OC/T: TELEGRAM DELAYED IN TRANSMISSION.

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ACCRA03120
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780171-0010
Format: TEL
From: ACCRA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780442/aaaabjfm.tel
Line Count: 85
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 139a8bab-c288-dd11-92da-001cc4696bcc
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2925211
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI: DEVELOPMENT TRADE AGENCY LTD.
TAGS: BEXP, GH
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/139a8bab-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
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